

LAUREN PATRIZIO

415.269.2809 • laurenpatrizio@gmail.com • Amherst, MA

Multi-faceted and business-minded leader with 10 years of experience in non-profit management, 10 years of college squash coaching experience and 20 years of experience in marketing strategy. Builds organizations from the ground up that serve local communities. Dedicated to fostering strong team cultures, launching innovative, high-growth programs, and strategically leading Board, staff, volunteers, and key stakeholders.

Strategic leadership • Board development • Community outreach • Financial oversight • Fundraising • Marketing & communications • Project & program management • Coalition building • Diversity & inclusion

EXPERIENCE

Varsity Women's Squash Coach, Trinity College | Hartford, CT | 2024 -present

Interim Varsity Women's Squash Coach, Mount Holyoke College | South Hadley, MA | 2023 – 2024

Managing Director, Executive Search

Lauren Jillian Search and Consulting/Masis Professional Group | Amherst, MA | 2021-2024

Recruiting on all types of roles in the Non-profit space, working with clients directly to help them find talent and develop best practices for finding and retaining talent.

Founder & Executive Director | SquashDrive, Inc. | Oakland, CA | 2010 – 2020

Founded first affiliate Squash and Education Alliance (SEA) youth development program serving Oakland area. Program provides academic tutoring, squash instruction, community service, and character building to help students achieve success in high school, college, and beyond.

- Grew annual budget from 50K to 900K and increased enrollment from serving 12 to 84 students each year.
- Rapidly revised program to adapt to new COVID-19 restrictions, ensuring continuity and safety of students.
- Recruited and met regularly with 18-member Board of Directors, driving organization's strategic development.
- Led seven-member team and managed 60+ volunteers. Oversaw human resources, payroll, and operations.
- Organized four annual fundraising and community events. Performed all marketing and community outreach activities, including regular family communications, donor stewardship, and event management.
- Created volunteer partnerships with 20+ non-profit organizations in Bay area, including Save the Bay, Alameda Food Bank, and Oracle NetSuite Open Partnership.
- Coordinated with partner school, overseeing transport of students to UC Berkeley squash courts.
- Recruited and trained new Executive Director after relocating to Amherst, MA. Joining Board in January 2020.

Assistant Vice President, Marketing Strategy | JP Morgan Chase | San Francisco, CA | 2005 – 2010

Promoted three times in five years. Managed direct mail, online, and phone campaigns, reporting to senior leaders.

- Led national direct mail campaign that generated 240M unique pieces of mail annually.
- Improved phone channel process while reducing cost.
- Recipient of 2007 Operational Excellence Award for leadership and exemplary business results.

Director | SCORE! Educational Centers | La Jolla, CA | 2004 – 2005

Led Kaplan-owned provider of after-school programming for children in pre-K to 9th grades. Managed 10-15 part-time staff, oversaw program operations, regularly hit sales quotas, and met with children to ensure positive learning experience.

International Marketing Coordinator | Nobel Communications | Carlsbad, CA | 2003 – 2004

Reporting to CEO, led online and print marketing for telecommunications company. Managed three-person team.

Marketing Manager | Comcast-Spectacor | Philadelphia, PA | 2001 – 2003

Led four-person team, overseeing marketing materials and budgets for Group Sales, which served 3K season ticketholders.

EDUCATION

The Wharton School, University of Pennsylvania | B.S. in Economics, concentration in Management | 2001
Women's Varsity Squash • Captain (2000 – 2001) • All-American (1998 – 2001) • National Champions (2000)

ADDITIONAL INFORMATION

Episcopal Academy, Leadership Council | 2019 – Present

Northern California Squash and Racquets Association | Board Member | 2015 – Present

University of Pennsylvania Squash Board | Board Member | 2016 – Present

Languages: Spanish (proficient)